



Rivers Casino Slot Machine Proposal

Request

Removal of 97 outdated and underperforming slot machines to create better guest comfort and spacing. Change: 2,421 to 2,324

Purpose

Increase revenue and guest satisfaction

Reasons

- The average age of the 97 slot machines being removed is 12 years old.
- 52 of the 97 machines are ATI games that were affected by the system base software revocation (7/20/21)
- With limited replacement themes, the 52 ATI machines earned 46% GTR less than of original themes year over year
- The proposed 97 machines are at an age where the manufacturers have stopped supporting of hardware and software, ceasing the casino's ability to improve their performance
- In 2022, Rivers Casino Pittsburgh is reinvesting \$4.5M in capital to purchase new slot machines
- Slot Machine Size - As manufacturers develop larger machines to attract players to games we must maintain openness and sightlines on our gaming floor.
- Over Supply/Under Utilization- All agree Rivers will maintain more than sufficient machines to meet demand, even at peak times.
- Reduction will not reduce revenue.
- Cost of maintaining underperforming machines eliminated.
- Less clutter/ More spacious floor = more play.

Preferred Slot Banks



- Previous slot machine reductions have allowed Rivers the opportunity to create layouts that give a more enjoyable gaming experience without sacrificing tax revenues
- Adding more carousels and smaller banks of machines allow guests easier access and provides more personal space for comfort
- Smaller banks of machines also create less congestion and allow guests better field of vision of the different game content available
- Carousels and smaller banks also help create more desirable end seats and less unused middle seats



Slot Machine Size



D. As manufacturers develop new slot machines to be bigger and brighter to attract players to their games, sightlines are decreasing the field of vision of the casino for the players

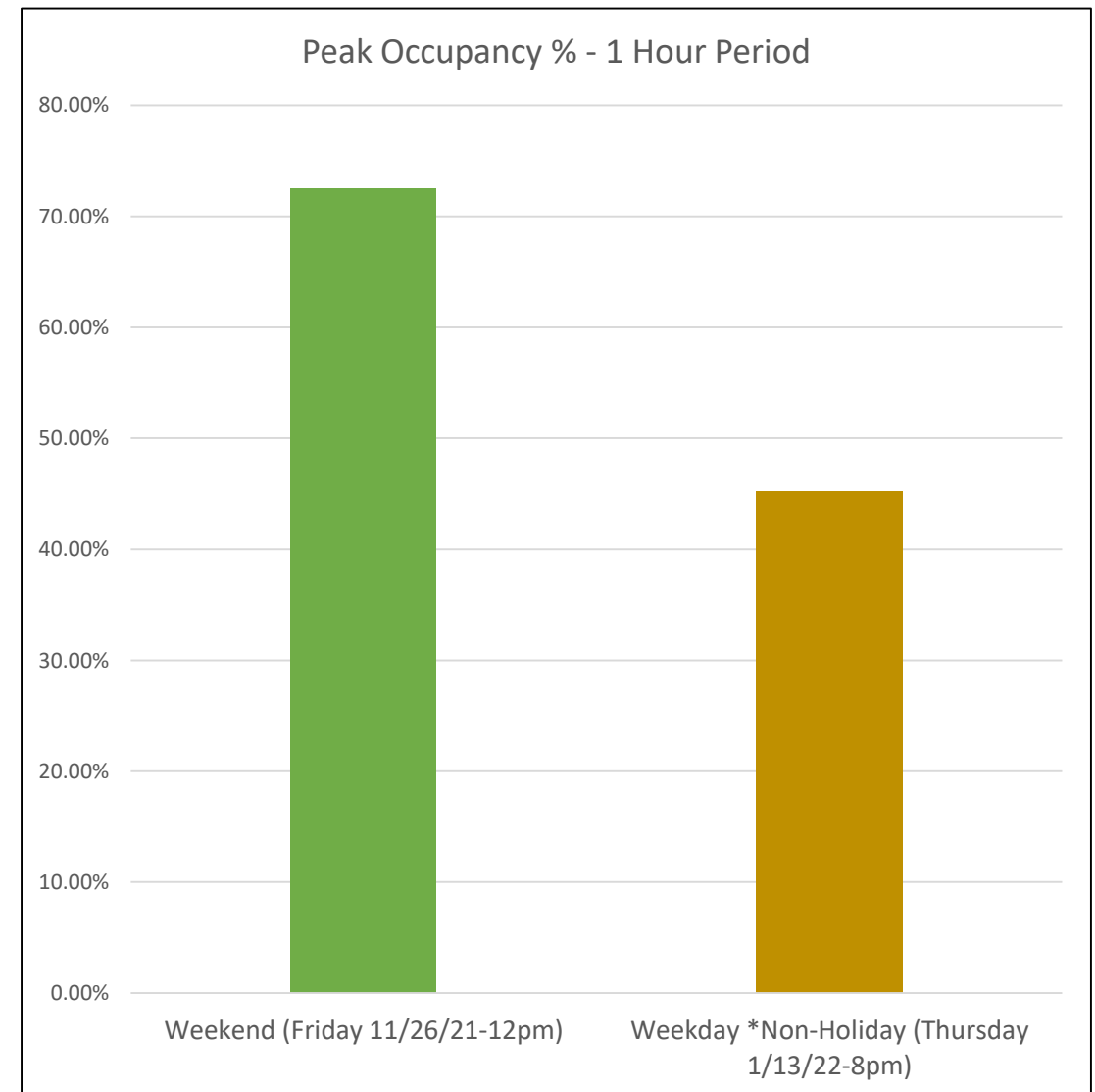
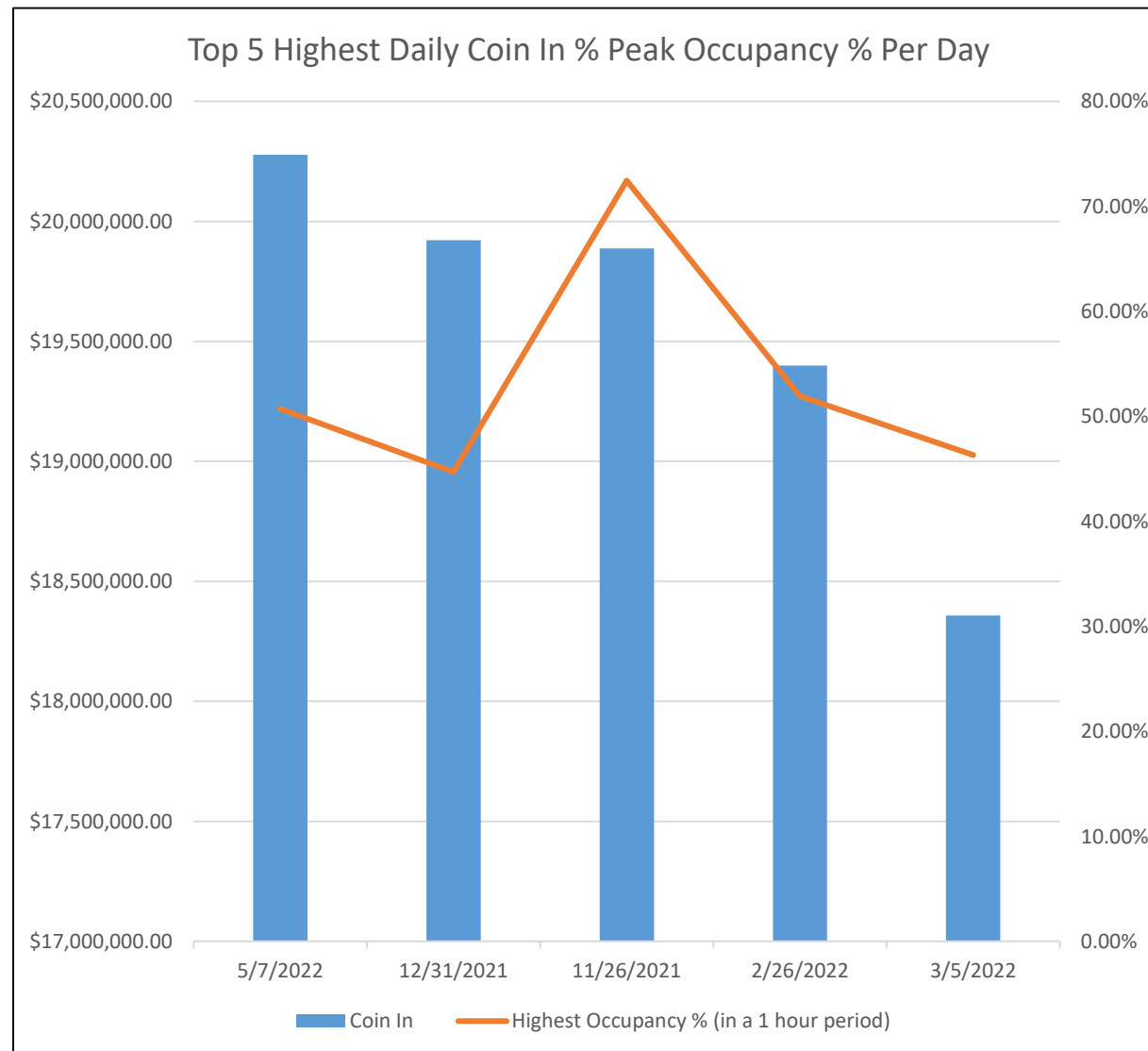
Legacy slot machine H – 53”
Viridian 19” (2009) W – 22”
 D – 15”



New slot machine H – 97”
Dimension 49 (2021) W – 27”
 D – 28”



Over-Supply / Under Utilization



Date range for both charts is July 2021 – June 2022

Occupancy



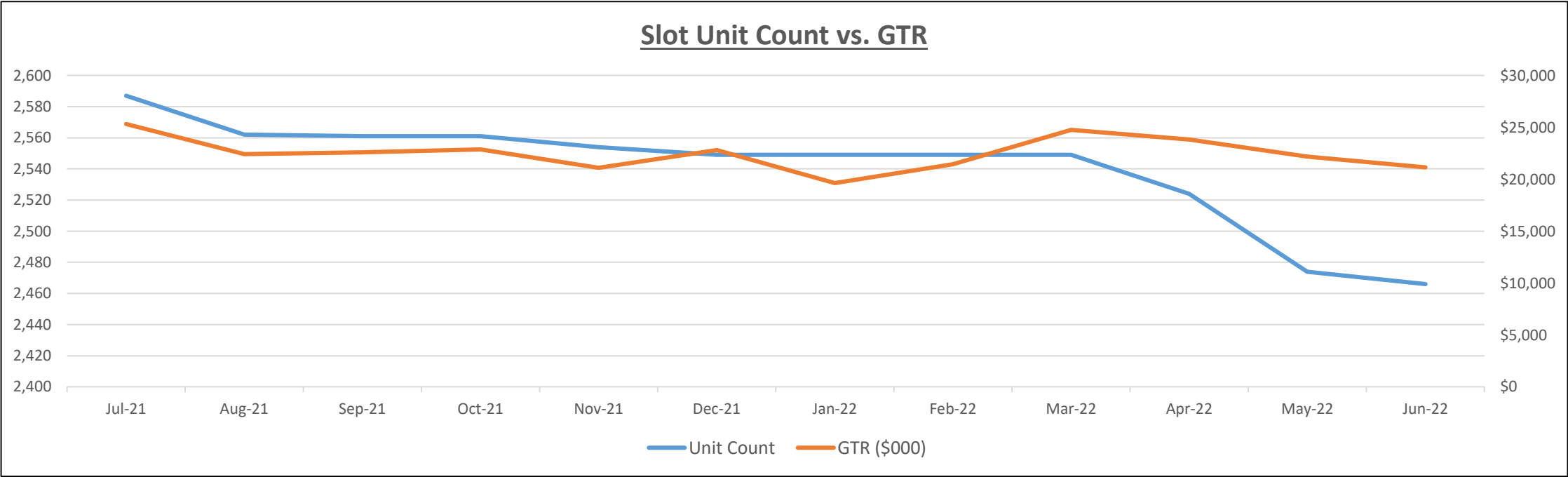
- From July 2021 to June 2022, slot occupancy in a one hour period can range from less than 1% to a maximum of 72%
- During this time period, there has never been a day there have not been at least 715 slot machines available for play
- Average peak occupancy during the weekend, more than 1,400 slot machines available for play that are not utilized
- Average peak occupancy during the weekdays, more than 1,800 slot machines available for play that are not utilized

Property Slot GTR Trend



12 Month Slot Performance Trend

	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22
Unit Count	2,580	2,561	2,561	2,561	2,549	2,549	2,549	2,549	2,549	2,484	2,466	2,466
Coin-In (\$000)	289,051	249,991	248,458	264,936	238,783	258,587	228,293	245,544	282,391	282,724	261,063	244,894
GTR (\$000)	25,324	21,915	22,600	22,899	21,106	22,623	19,814	21,453	24,744	23,832	22,187	21,146



*Data source – Gaming Revenue Monthly Slots FY20212022 from <https://gamingcontrolboard.pa.gov/?p=318>

End of Life Slot Machines



Rivers current has a large number of End of Life (EOL) slot machines (no longer supported by the manufacturer):

# of In House Games	# of EOL Games	% of EOL Games
2,362	1,340	56.73%

With the \$4.5M in new purchases, our EOL percentage will reduce from 56.73% to 48.26%.

With our reduction proposal, our percentage will go down even further to 46%.